

ANNUAL REPORT 2020

DISRUPTION to



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LETTER FROM MCA BOARD CHAIR & PRESIDENT

Dear Community,

No one could have predicted the global events of the last year. Yet 2020 happened like whiplash, and here we are in the first part of 2021, still working from home, still homeschooling our children, still devoid of friendly touch with masks hiding our expressions. We are just now starting to get sufficient data on the events of 2020 to truly understand the impact of the pandemic on the world and our communities. What was COVID-19's true impact on mortality and health? How much did our economy contract? And we still don't understand the long-term impacts of the pandemic and the disruption it caused. How much will lingering symptoms from long-haulers impact our economic attainment? How will we cope with the mass PTSD that we are experiencing from the death, health, work and finan-

cial burdens that were experienced for such a prolonged time? How could we have done better?

What we do know is that we are proud to be part of an organization that stood up during the pandemic to play roles that were not being filled, to enhance collaborations, to think outside the box, and to work hard to help our community do as well as possible through the pandemic. Reflecting on the past 14 years of the MCA's existence, we now know with certainty that the MCA's efforts to grow a talented and passionate staff and board, to have economic stability, and to know and understand our healthcare and biomedical ecosystems, all paid off this year. We are incredibly thankful for our partners who helped us get to where we are and where we are going, including our board members, donors, volunteers, community partners and staff.

The MCA has always been positively opportunistic, and the silver lining that we have found in the pandemic has most certainly been the opening of opportunities, such as grants, and the disruptions to previously impermeable processes, networks and structures, such a supply chains. MCA and BIO-EPJ were able to quickly win over \$500,000 in grants and raise almost \$400,000 in philanthropy to support our COVID-19 response and enhance our region's innovation and medical device ecosystems in response to the COVID-19 needs and disruptions of 2020. Additionally, MCA and BIO-EPJ greatly enhanced their networks through their COVID-19 efforts, working with many key individuals for the first time and forging stronger relationships that will allow our organizations to grow and be more effective in the future. We will use the momentum created in 2020 to create a vibrant and robust life sciences ecosystem in El Paso, Southern New Mexico, Northern Chihuahua, Ft. Bliss and the border.

When thinking about what is in store for 2021, we see continued efforts to survive the pandemic and keep MCA and BIO-EPJ programs running effectively. With the cracks

in our healthcare system exposed by the pandemic, it is our obligation to investigate those cracks and implement strategies to improve. MCA is committed to playing a part to make this happen, but we need our community partners to agree on the path forward so that we can each do our part and together achieve success.

Much work lies ahead for MCA, BIO-EPJ and its partners in 2021 and beyond. And we stand ready to tackle the challenges and take advantage of the opportunities. We hope that you will join us on this journey that will make our region more competitive globally and a better place to live, work and play.

Goodbye 2020.... Welcome 2021!!!



MCA Board Chair



EMMA W. SCHWARTZ
MCA President,
BIO-EPJ CEO

ABOUT US

MISSION:

To develop and catalyze the life sciences ecosystem in the region.

VISION:

To cultivate a dynamic health industry and innovation / entrepreneurship ecosystem that competes globally.

TEAM:



LONG TERM GOALS:

- Develop a life sciences ecosystem that competes globally to improve healthcare and create economic opportunity.
- Develop a robust medical campus as a hub for medical services, research and accompanying commercial enterprise.
- Build a strong MCA organization that executes the City Fund grant and is selfsustaining by 2030 - building an asset for our community long into the future.

ORGANIZATION: Companies & Boards of Directors

MCA HOLDINGS, INC. & MCA FOUNDATION DIRECTORS:

Alan R. Abbott Sigfrido Delgado Ed Escudero

Rick Francis

Ted Houghton Josh Hunt

Patrick Landry Mever Marcus Charles Miller III. PhD

Marcela Navarrete

Judy Robison

Linda Troncoso

James Volk





Mvlena Walker

Henry Yoshawirja



MCAmericas HOLDINGS, INC.

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501(c)(6)

Owned by members; affiliate of MCAH

BMIA, INC. **DIRECTORS:**

Rafael Adame Lane Gaddy Holly Trubowitsch Mvlena Walker Henry Yoshawirja



MCA TECH PARK, MCAMERICAS REALTY & MCA REVERE REALTY DIRECTORS:

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Ted Houghton

BIO EL PASO-JUÁREZ

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Carlos Murgia

Rudy Pina

Holly Trubowitsch

Mylena Walker

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HEALTHCARE

Ogechika Alozie, M.D., HCA Healthcare / Del Sol Medical Center

Michael Amaral, VA Healthcare System El Paso/Las Cruces

Jacob Cintron, University Medical Center of El Paso

Derrick Cuenca, Mt. View Regional Medical Center, Las Cruces

Luis Gutierrez-Gutierrez, Hospital Angeles, Cd. Juárez

Cindy Stout, El Paso Children's Hospital

Col. Michael Oshiki, William Beaumont Army Medical Center

Nicholas Tejeda, The Hospitals of Providence

EDUCATION

Luis Cifuentes, PhD, New Mexico State University, Las Cruces

Beatriz Diaz-Apodaca, MPH, MD, PhD, Universidad Autónoma de Cd. Juárez

Richard Lange, MD, MBA, Texas Tech University Health Sciences Center, El Paso

Kristina Mena, PhD, UT Houston School of Public Health, El Paso

Don Peska, Burrell College of Osteopathic Medicine, Las Cruces

William Serrata, PhD, El Paso Community College

Ing. Javier Taboada, Tecnológico de Monterrey, Cd. Juárez

Roberto Osejueda, University of Texas at El Paso

COMMUNITY

Jon Barela, Borderplex Alliance

Alfredo Borrego, San Juan Neighborhood Association

Leila Melendez, Workforce Solutions Borderplex

GOVERNMENTAL OFFICIALS

Cesar Blanco, State of Texas, Representative, District 76

Tommy Gonzalez, El Paso City Manager

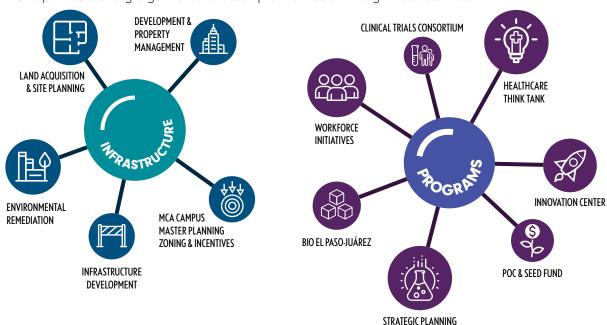
Cassandra Hernandez, City Representative, District 3

Jose Rodriguez, State of Texas, Senator

David Stout, El Paso County Commissioner, Precinct 2

WHAT WE DO

MCA operates a strong organization to accomplish its mission through these activities:



CAMPUS PLANNING, VA, COLLABORATIVE

3 MCA Campus-wide master plans since 2008 & 2 MCA owned property master plans since 2013

MCA property sold in 2020

acres of land acquired in 2020

occupancy achieved in the Cardwell Collaborative building

> **VA Wellness Center delivered to** the VA on January 28, 2020

of Cardwell Collaborative's debt refinanced to a lower interest rate

INNOVATION CENTER

\$75,000 grant from the Worker's Lab Innovation Fund for the Nurse Innovator Program

52 entrepreneurs and innovators, representing **30** startups supported

11 Founders RoundTables

13 Tech Tuesday events



4 events geared at potential seed fund investors

Launched El Paso Seed Fund planning

COVID-19 RESPONSE

60 Zoom staff meetings and trainings

WFH status since March 2020

4 organizations created the COVID-19 Enhanced Regional Partnership

- ► City of El Paso
- ► Medical Center of the Americas Foundation
- ► Paso del Norte Health Foundation
- ► UT Houston School of Public Health in El Paso



\$340,000 raised from the private sector to provide support to City of El Paso and private community

35+ meetings hosted weekly on PPE needs

15 El Paso-Juárez Intercambio Médico webinars hosted along with weekly meetings

460 face shields donated by Tech-Labs and MCA supporters to the El Paso County Medical Society and hospitals in Cd. Juárez



16 bi-weekly COVID-19 Clinical Trials
Taskforce meetings held

HEALTHCARE PROGRAMS & CLINICAL TRIALS

Healthcare Summit Co-hosted with SHEA:

speakers, moderators, and panelists sponsors



healthcare leaders attended

COVID-19 clinical trials brought to region by the COVID-19 Clinical Trials Task Force

Clinical Trial sites in the region:

21 in El Paso & 5 in Las Cruces

Principal Investigators in the region

Clinical Research Coordinators

Study Managers

1 6 Trials

This

BIO EL PASO-JUÁREZ



members

El Paso manufacturers and suppliers assisted through training and/or direct consulting

meetings of the BIO-EPJ COVID-19
Response Task Force

tons of PPE donated to underserved hospitals and clinics by BIO-EPJ members

virtual meetings/engagements hosted

webinars to address COVID-19 issues

\$400,000 CARES Act Grant from City of El Paso for medical device ISO certification processes training

VIRTUAL Annual Meeting and Trade Show

20 exhibitors

300+ attendees

6 panels and 16 speakers



WORKFORCE

\$20,000 renewal grant from Workforce Solutions Borderplex for career exploration middle school STEM Camps

\$25,000 grant from Microsoft for the STEM Camps

5 STEM camps hosted prior to school closures with **115** students total

150+ teachers reached with new monthly newsletter

MCA PROMOTION

newsletters sent

new Facebook followers

• new Facebook page likes

Facebook posts

new LinkedIn followers

LinkedIn updates/posts

Tweets

in impressions

new Twitter followers

Created a Facebook, LinkedIn, and Instagram for Founders

Bookshelf

BIO-EPJ PROMOTION

182 new LinkedIn followers

LinkedIn updates/posts

new Facebook followers

new Facebook page likes

Facebook posts

Tweets

in impressions



new Twitter followers



HEALTHCARE THINK TANK

The MCA's Health Care Think Tank (HCTT) is dedicated to catalyzing improvements in access, delivery, quality, and innovation in the Paso Del Norte Region's healthcare ecosystem. The HCTT provides knowledgeable staff, research activities, strategic planning, and implementation activities for the region's healthcare industry.

2020 HIGHLIGHTS

COVID-19 RESPONSE

- Established a relationship with Battelle to maximize agility in creating a pandemic response plan, strategy, and score card
- Signed an MOU with the City of El Paso for Battelle's support
- Created an informal coalition which later morphed into the United EI Paso COVID-19 Task Force that developed short-term, medium-term and long-term recommendations including the COVID-19 Scorecard available at www.epstrong.org
- Hosted weekly meetings to discuss PPE, testing, vaccination and other pandemic-related needs in the community beginning in March 2020
- Led several efforts to assist Cd. Juárez's response to COVID-19

- Hosted 15 El Paso-Juárez Intercambio Médico webinars on a variety of COVID-19 topics discussed bi-nationally
- Hosted weekly meetings beginning in the Fall to discuss COVID-19 bi-national issues including education and communication, vaccination, testing, PPE, migrant issues, etc.
- Completed donation drive to provide PPE to hospitals in Cd. Juárez

NETWORKING & EVENTS

- Co-Hosted with the Southwest Healthcare Executives Association (SHEA) the first regional healthcare leadership summit
- ► Showcased 22 speakers and 10 sponsors
- Over 150 participants attended

- Collect and maintain robust data on the region's healthcare industry
- Complete and distribute an IRB Approved EI Paso
 Region Healthcare Satisfaction survey to over 17
 outpatient clinics with multiple locations across
 EI Paso targeting approximately 17,000 EI Paso
 residents receiving care from their provider during
 the pandemic last year
- Complete a comprehensive and collaborative Regional Healthcare Strategy for the next 1-10 years
- Maximize and seize opportunities to collaborate with public, private, and government healthcare organizations in medical research
- Implement a monthly healthcare ecosystem podcast

CLINICAL TRIALS

The MCA's Clinical Trial Consortium (CTC) and its members strive to catalyze a globally competitive clinical research hub for the region of El Paso, Las Cruces, and Cd. Juárez, Mexico. The MCA's CTC aims to achieve this goal through the execution of core strategic initiatives specifically designed to grow our region's clinical trial infrastructure.

2020 HIGHLIGHTS

PROGRAM & INFRASTRUCTURE DEVELOPMENT

- Added 2 new investigator site locations
- Added 5 new CRC jobs
- ▷ El Paso Medical Research Institute selected as an investigator site for a highly competitive AstraZeneca COVID trial
- Added 1 CTC US partner: Daniel O'Connor, CEO/
- Expanded community-based investigator site capabilities from paper to electronic records and added phase II b (24-hour monitoring) capabilities
- Created a COVID-19 Clinical Trial Taskforce whose purpose is to drive COVID diagnostics, therapeutics, and vaccine trials to our region

NETWORKING & EVENTS

- ▶ Held 3 Clinical Trials Consortium Meetings
- Expanded global network with US sponsors, industry leaders, and vendors
- ▶ Genentech
- Bristol Meyers Squibb
- ► Astra Zeneca
- Veeva Systems
- ► WCG Clinical
- ► Curavit Clinical Research

GOALS FOR 2021

Obtain grant funding to launch a Clinical Trial Academy to help 5-to-10 local outpatient clinics become study ready and provide clinical research as a care option to patients by 2022

- ► Host a ½ day Clinical Trial Symposium
- Continue to grow our relationship network with sponsors
- Continue to drive trial pipeline opportunities to our region's investigator sites
- ➢ Grow awareness of our region's CTC and corresponding CTC initiatives
- ➢ Facilitate awareness and interest from our region's academic institutions, CTSA Hubs based in Texas and New Mexico, and the Texas Regional CTSA Consortium
- Work collaboratively with other institutions and consortiums to submit joint proposals in grant funding opportunities



mcamericas.org/clinical-trials

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INNOVATION CENTER

Cultivating a Culture of Entrepreneurship and Innovation

2020 HIGHLIGHTS

COVID-19 RESPONSE

- Supported companies working in the following COVID response areas:
- Sterilization for reuse of masks using UV light
- ► Sterilization for reuse of masks using autoclaves
- ► Calibration of contact-less temperature measurement devices
- ► COVID-19 Pandemic Detection Device
- Ventilator innovation
- Supported the fabrication and distribution of face shields, masks, ear savers and other PPE produced by local makers and partners for clinics and hospitals in FI Paso and Cd Juárez

PROGRAM DEVELOPMENT

- Delivered Startup Labs program to 15 innovators
- ► Six 4-hour sessions: Idea Lab, Startup Intro, Corporate Formation, Teams and Culture, Fundina, Pitchina

- Supported 3 company SBIR/STTR applications
- Worked with 52 entrepreneurs and innovators
- Representing 30 startups
- ► Raised over \$1.8M in capital
- Over \$340K in sales
- Launched Nurse to Innovator project to engage nurses with makers for tech enabled healthcare solutions.
- Opened the CoWork Café at the Cardwell Collaborative under COVID-19 protocols
- Developed Borderplex Innovation Ecosystem Map and "published" in conjunction with UTEP's Mike Loya Center for Innovation and Commerce
- ► Hosted 2-day Seed Fund Strategic Planning Workshop
- ▶ 41 participants representing the regional innovation ecosystem, investment experts, fund managers and MCA staff
- Staff certification in Helping Potential SBIR/STTR Applicants and Helping First Time SBIR/STTR Awardees

GOALS FOR 2021

- Grow the innovation ecosystem through continued support of communities of innovators
- Continue current, and launch additional, training & knowledge generation activities relevant to tech startups
- Expand access to the crucial resources & connections necessary for startup success
- Expand Resource Network
- Strengthen connections among innovation ecosystem stakeholders (startups, providers, research institutions)
- ▶ Increase public education & networking opportunities
- ► Launch FI Paso Seed Fund
- Grow regional inter-institutional research and translational research through the Regional Poster Session and Researcher Spotlight series

mcamericas.org/innovation



The MCA Innovation

Center is a hub for

entrepreneurs and

innovators, providing

resources, education,

critical connections,

workspaces to launch

and grow technology-

and collaborative

based ventures.

BIO EL PASO-JUÁREZ

Cross-Border Collaboration (Supporting Organization)

2020 HIGHLIGHTS

COVID-19 RESPONSE

In light of the pandemic, BIO-EPJ emerged as a major player in the efforts to keep medical device and supply manufacturers in Mexico, kept PPE flowing to our region and the rest of the globe, and prepared the EI Paso-based manufacturing and supply industry to pivot to medical device and supply manufacturing.

- Established the COVID-19 Response Task Force to bring together medical device manufacturing stakeholders
- Conducted Impact Survey to measure the impact of COVID-19 on manufacturers and supply chains, which was used to formulate support measures
- Supported PPE development by connecting networks and sharing sources with partners
- Supported policy and industry representation amid shutdowns

- Created a "marketplace" for PPE in El Paso and Cd. Juárez by:
- Vetting vendors for pricing, minimum quantity requirements, ability to fulfill orders, potential fraud, lead times. etc.
- Sending out hundreds of order forms for PPE to local businesses, and aggregating the orders when possible to achieve best pricing and lead times
- Partnering with the BBB to provide a weekly updated list of PPE vendors & products to post on their ElPasoBusinessStrong.org website
- Supporting the City of El Paso's Local PPE Supplier Webinar

GOALS FOR 2021

TALENT DEVELOPMENT

- Develop training programs for technical and soft skills needed in the Medical Device Manufacturing Industry
- Partner with local university systems to align industry needs with curricula

- Collect data from manufactures about the perception of regional talent, and develop a corresponding action plan
- ➢ Boost student interest in biomedical and medical device engineering

SUPPLY CHAIN

- Lead a Supply Chain Mapping Project and create a Supplier Database for Medical Devices
- Conduct a Regional Sterilization Needs Assessment and work to address needs
- □ Enhance regional corporate engagement
- Grow partnerships with other regional associations to define roles and align goals that will result in stronger growth for the medical device industry

INNOVATION

Develop programs that spur innovation that will lead to more medical device manufacturing



BIO El Paso-Juárez drives innovation, collaboration, growth and resilience in the region's medical device sector by bringing together medical, industrial, academic, governmental, and entrepreneurial leadership.

bioelpasojuarez.org

WORKFORCE

The MCA's Workforce Initiative aims to increase awareness of the emerging healthcare and high-tech biomedical industries in the region. The MCA does so by participating in community outreach events, hosting STEM camps, tours and open houses for the community, as well as running an internship program.

2020 HIGHLIGHTS

- Created more online and social media resources containing free articles, videos, local news, and STEM resources for parents, students, and teachers.
- Developed a STEM Innovation Lab Workbook containing DIY experiments, career and workforce data for teachers, students, and parents alike - in lieu of in-person STEM camps during the pandemic.
- Remodeled and enhanced the STEM Innovation Lab at the Cardwell Collaborative, adding tables, chairs, posters and equipment including laptops and virtual reality sets for future student visits.



- ► May-July: George Elsaesser, Sergeant Major (Retired)
- ▶ June-August: Pierce Davis, Junior at Stanford University
- ► September-November: Dr. Kerri Wood, Chief Warrant Officer (Retired)
- ▶ Hosted 5 in-person STEM camps prior to the pandemic
- ► Hosted over 115 students from SISD and Canutillo ISD

- Distribute STEM Innovation Workbook widely across region
- Translate STEM Innovation Workbook to Spanish for distribution in Cd. Juárez
- Plan, coordinate, and execute Virtual STEM Camps for 2021
- Expand outreach to other Counties in the region

MCA CAMPUS PLANNING & LAND ACQUISITION

The MCA is developing a world class biomedical campus in the heart of El Paso, Texas. The MCA Campus will foster and accelerate biomedical and health care innovation, creating new employment opportunities and meeting the health care needs of the Paso del Norte region's citizens. Campus planning is the process of bringing to together campus tenants, government agencies, utility companies and others to create a long-term campus land use plan that ensures connectivity, safety, efficiency, resiliency, beauty, and respect for neighbor institution needs while attracting more tenants essential for growth, economic development and fulfillment of the healthcare needs of our region.

2020 HIGHLIGHTS

- Began PDN Trail development coordination within MCA campus
- Started on-boarding new lab tenants at the Cardwell Collaborative
- Retained Perkins + Will to create a site plan for newly acquired 4 acres of MCA-owned property adjacent to the Cardwell Collaborative
- Developed a preliminary program for the next MCA building, including tentative anchor tenants

- Apply for federal, state, and local grants that support infrastructure projects and campus enhancements
- Complete U.S. National Park Service Trail planning for MCA Campus
- Complete planning for next MCA campus building
- Develop an MCA Campus-Wide Safety Committee
- Continue acquiring land on the MCA Campus

CARDWELL COLLABORATIVE & VA WELLNESS CLINIC

The MCA's real estate subsidiaries direct, manage and coordinate internal operational activities of the Cardwell Collaborative, the Veterans Affairs (VA) Clinic and various undeveloped properties. The MCA's developments bring state-of-the art facilities to the MCA camps to fulfill the needs of its tenants and to bring unique spaces critical to the growth of the industry, such as wet- and dry-laboratory space and incubator space.

2020 HIGHLIGHTS

- Completed the newly built VA clinic at 350 Revere St.
- Inaugurated the new VA Wellness Center
- ▶ Generated and successfully launched COVID-19 Safe Work Environment Guidelines
- ▶ Increased Cardwell Collaborative lab occupancy on the 3rd floor to 94%
- Achieved overall cost reduction of 5% to the O&M budget

- Continue the deployment of cost reduction initiatives for the O&M budget with a goal of reducing the overall budget by 5%
- Continue the excellent customer satisfaction report from the VA management team
- Continue to provide a safe work environment when the Cardwell Collaborative fully re-opens post COVID-19
- Continue developing the Property Management function by growing organically and structurally supported by policies and procedures
- Achieve 100% occupancy on laboratory space
- Achieve overall 95%+ building occupancy
- Continue delivering a strong Environment Health & Safety Program at the Cardwell Collaborative

THANK YOU TO OUR 2020 DONO

NON-PLEDGED DONORS & FUNDERS

Alan Abbott Dr. Ryan and Maggie Casey

EP Marcus Investments Susan Schwartz

Jose Prats Paso Del Norte Foundation

Larry Wollschlager **ONF** Gas Foundation

Rodolfo Mata

(Mata, Blanco, Ordoñez, Mata &

Wechsler, PC)

MIMCO

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Guy & Cindy Fields

Beverly Rebe

Transtelco Inc.

WestStar Bank

El Paso Electric

Paul Foster Family Foundation

El Paso Water

Amazon Smiles

PLEDGED DONORS & FUNDERS

Hunt Family Foundation

CONTRIBUTING GRANT **INSTITUTIONS**

City of El Paso

Moleen Foundation

The Workers Lab

Microsoft Benevity

Workforce Solutions Borderplex

U.S. Department of Commerce's Economic **Development Administration**

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FINANCIAL HIGHLIGHTS



REVENUE

%	SOURCE	2020	2019
48.4%	Grants	\$3,059,189	\$3,086,980
6.7%	Contributions	\$425,355	\$180,600
36.5%	Leases	\$2,311,584	\$1,063,237
3.6%	In-Kind	\$229,281	\$257,619
4.7%	Other	\$297,739	\$30,000
.1%	Interest	\$3,502	\$84,587
100%	Total	\$6,326,650	\$4,703,023



EXPENSES

%	USE	2020	2019
90.3%	Programs	\$6,488,124	\$4,999,886
9.1%	Management & General	\$657,033	\$636,505
0.6%	Fundraising	\$44,862	\$5,317
100%	Total*	\$7,190,019	\$5,641,708

*Includes depreciation and amortization totaling \$1,577,000 in 2020 and \$1,019,000 in 2019.

ASSETS. LIABILITIES. & NET ASSETS

	2020	2019
Assets	\$50,508,874	\$50,857,974
Liabilities	\$42,276,053	\$41,761,785
Net Assets	\$8,232,821	\$9,096,189

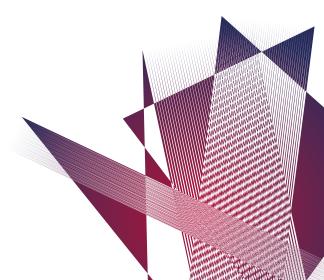
NET ASSETS

NET ASSETS	2020	2019
Without Donor Restrictions	\$3,410,554	\$4,585,880
With Donor Restrictions	\$4,822,267	\$4,510,309
Total	\$8,232,821	\$9,096,189

STAY CONNECTED

Stay connected to us and find out everything the MCA is doing by following us on social media and visiting our website. Don't forget to sign up for our newsletter!

- Facebook: @medicalcenteroftheamericas
- Twitter: **@MCAFoundation**
- in LinkedIn: @Medical Center of the Americas Foundation
- YouTube: Medical Center of the Americas Foundation
- Website: mcamericas.org





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